

FROM J. McLEAN R.J.REYNOLDS 6077865075

07-31-97 08:25AM TO

17166343145

#2 P.2/1

**R.J. Reynolds**  
Tobacco Co.

1622 RM  
23  
26

*James McLean*  
Account Manager  
411 Colonial Drive  
Endwell, NY 13760  
(607) 786-5074  
(607) 780-5075  
(800) 757-8253 ext. 78874

c/m: 7-31-97

July 23, 1997

TO: All Retail Reps And Retail Managers With Manley's Accountabilities  
(Chain ID 3423-00-00)

RE: Authorization For No Bull PDI/POS Placements

Ladies & Gentlemen:

Attached are authorization letters to place and maintain a Winston No Bull banner and a change mat in all Manley's locations. Please note: use the changes mat as a piece of POS and place it somewhere other then the counter. This chain does not allow change mats to be affixed to the counters. However, the buyer has authorized placement of this piece any other place in the store.

If you have any questions or concerns, please contact me. As always, thank you for your assistance with this chain.

Sincerely,

*Jim*

J. McLean  
#1645 / AM

51844 6258

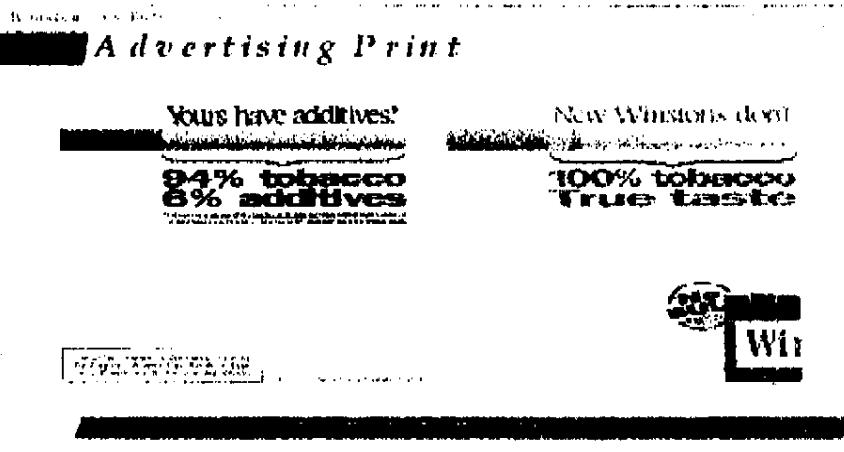
**Stick To Stick  
POINT OF SALE PIECE  
Authorization**

MANLEY'S  
Account

7/30/97  
Date

All Shoes  
Address

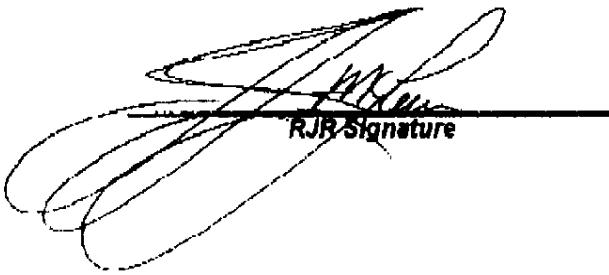
Address



Your RJR Representative is authorized to place the above pictured ~~Change~~  
~~on~~ on the Sales Counter in the transaction area, for the agreed upon  
period of time listed below.

Between 8/4 and

11/4/97

  
RJR Signature

  
Cheri Alden

Account Signature

**Stick To Stick / Red White Red  
Banner  
Authorization**

MANLEY'S  
Account

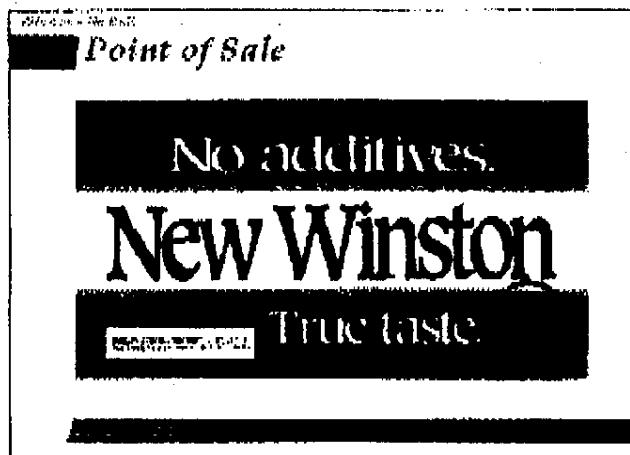
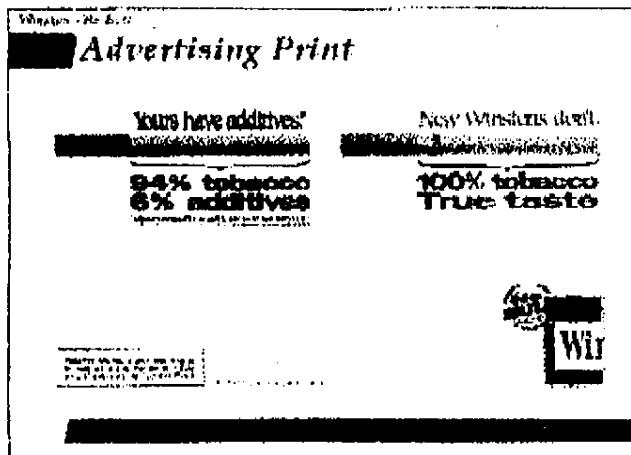
7/30/97

Date

All Stores

Address

Address



Your RJR Representative is authorized to place the above pictured Banner(s), for the agreed upon period of time listed below.

Between 8/4 and 10/4

RJR Signature

Cheri Alden

Account Signature